

Stephanie Richardson Bio

Stephanie Richardson lives in Nashville, TN and is a single mom to a daughter in college. Stephanie's adversities she has faced in life provide inspiration to your audience and authenticity in relating to others. She has a M.S. in psychology and 10 years of experience in the counseling field, working with children, teenagers, adults, families, and inmates providing individual, group, and family therapy. As a Regional Director, Stephanie led a team of master's level therapists in four cities, and she shares her expertise in developing team members to move closer to their version of their ideal self. Stephanie is a retired Licensed Professional Counselor and provided licensure supervision for other counselors. She pursued her doctorate and completed all coursework, supervision hours, and comprehensive exams, and is ABD, deciding to become a mom instead of finishing her dissertation. Stephanie's experience in counseling makes her unique as a coach and trainer, as she utilizes her group and individual counseling skills to help clients dig deeper and asks thought-provoking questions to bring about increased awareness in her clients.

Stephanie started working in a direct sales company 27 years ago prior to her daughter being born, so that she could pay off her credit card debt, which she did in her first year of her business, and she has been debt free since. When Stephanie became a mom, she decided to stop working in corporate America so she could be home with her daughter, rather than put her in daycare. That's when her direct sales business became her full-time job. As an entrepreneur, Stephanie has successfully raised her daughter, who is now a senior in college, and continues to lead a multi-million dollar a year direct sales organization with team members and leaders across the nation. Stephanie's extensive background as an entrepreneur has allowed her to hone and share her skills in the areas of life balance and self-discipline. Stephanie has earned numerous awards in personal and team sales, personal recruiting, and developing leaders. In 2006, she was featured on the cover of Empowering Women magazine and in an article sharing her single mom success story. Stephanie feels accomplished when she challenges others to push beyond their limiting beliefs to reach the outcomes they desire.

Stephanie is a Certified World Class Speaking Coach and helps her clients increase their confidence in themselves as a speaker/presenter, whether leading a workshop, keynote, sales presentation, or elevator pitch. They improve their speaking competencies and learn the most common mistakes speakers make.

As a Maxwell Leadership Certified Team member specializing in coaching, speaking, training, team building, and DISC assessments, Stephanie began her own coaching business in 2018 called Unlock Your Potential after one of Stephanie's previous supervisees who was starting a private counseling practice asked Stephanie to coach her. Stephanie's experience in successfully running her own business caused this supervisee to seek out Stephanie's assistance, as she knew Stephanie would be able to guide her in areas such as lead generation, marketing, time management, customer service, referrals, and developing systems. As a coach, Stephanie enjoys working with entrepreneurs and those in a leadership position, coaching software engineers, residential and commercial real estate agents, mortgage loan officers, financial planners, interior designers, insurance agents/owners, physical therapists, chiropractors, IT owners, physicians, HR and payroll leaders, roofing company leaders, franchise owners, attorneys, CEOs of nonprofits, therapists, nurses, and fitness business owners. Stephanie is a Certified DISC Consultant, which is an advanced training certification for DISC, a personality assessment. She educates clients on their communication strengths, areas of opportunity for growth, and how to best communicate with other team members' styles. When facilitating team training or team building events on topics such as leadership, communication, and personal growth, Stephanie is engaging and has a way of drawing out the energy of others in the room, making training interactive and thought-provoking. Stephanie serves as a catalyst for change in her clients' lives by providing accountability toward taking the steps needed to improve their business results and move them closer to their vision of their ideal self. Her goal is to move individuals and organizations from where they are to where they want to be.